

Accelerating FULL STACK cloud

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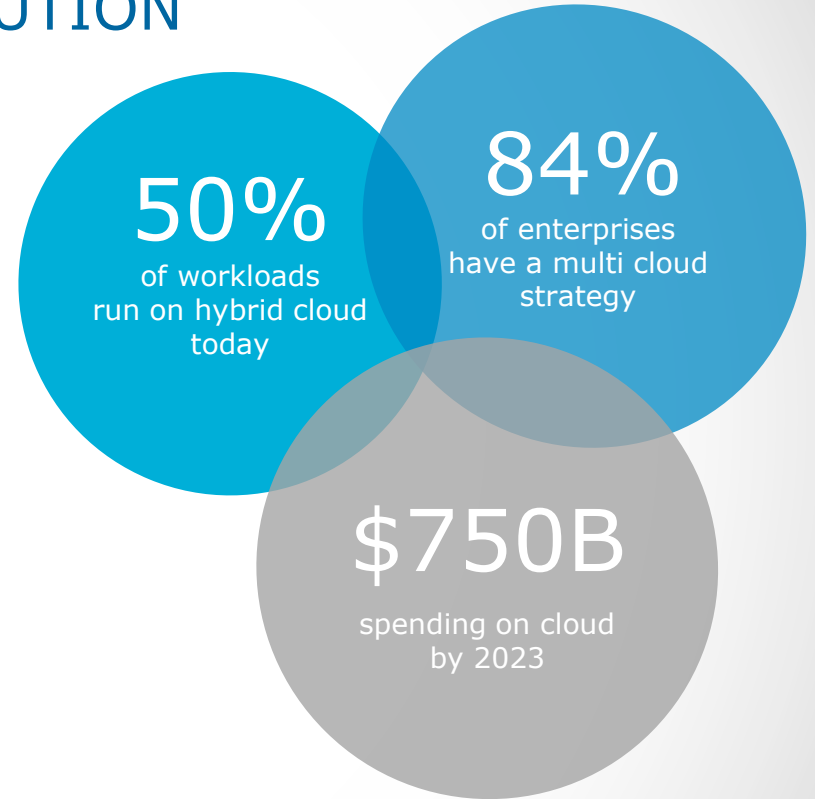
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EMBRACING THE CLOUD REVOLUTION

- | THE MOST COMPLEX MIGRATIONS ARE YET TO COME
- | THE FUTURE IS MULTI CLOUD
- | NEXT PHASE IN CLOUD REQUIRES MORE ORCHESTRATION

| ATOS IS UNIQUELY POSITIONED FOR THIS CHANGE



Sources: International Data Corporation, Gartner, Flexera, Atos planning assumption

ENTERPRISE WILL BE HYBRID AND MULTI CLOUD

- | MULTI CLOUD ACCELERATES
- | CUSTOMERS LOOKING TO AVOID LOCK IN
- | AND REDUCE VENDOR RISK
- | LEADING TO COMPETITIVE PRICING DYNAMICS ACROSS PUBLIC CLOUD VENDORS
- | A NEED FOR PARTNERS TO MANAGE THE NEW REALITY

81%

of enterprises will use at least 2 or more cloud providers

83%

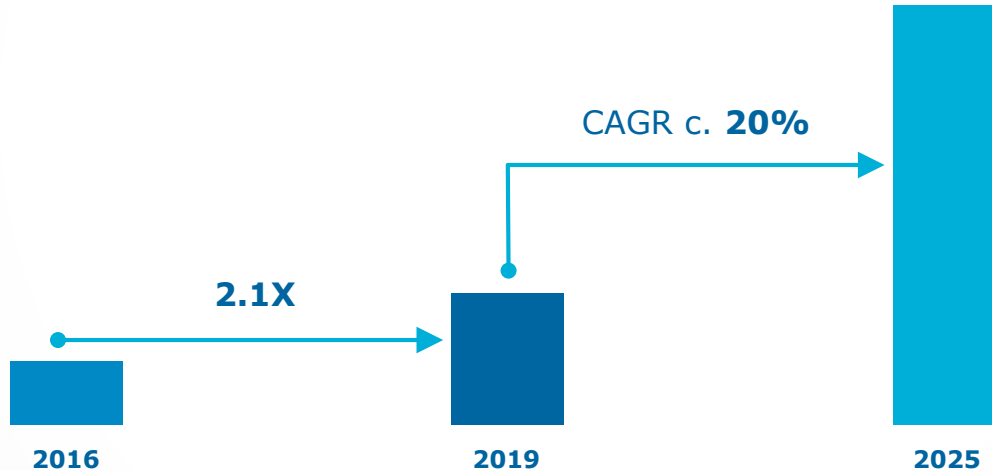
think workloads will move freely between clouds

86%

are using some form of Kubernetes

CLOUD IS A GROWTH ENGINE FOR ATOS

- | The contribution of Cloud to the Group growth will progressively increase from 2020 onwards



Atos historic growth and planning assumption for Cloud services

CHANGES IN THE SERVICE MIX FOR ATOS

SERVICE PORTFOLIO MIX

2019

50% Classic Infra Services
35% **Private** Cloud Platforms and Services
15% **Public** Cloud Platforms and Services

Midterm

10%
40%
50%

The growth in Cloud significantly outpaces the decline in classic services from 2020 onwards

Atos planning assumption for Application Management and Datacenter services

NEW CLOUD CUSTOMERS



UNIQUE FULL STACK, END TO END CAPABILITIES

FULL STACK CLOUD INTEGRATION SERVICES



Cloud Consulting



Cloud platform integration



Cloud Security



Application and Data Modernisation

DEEP CLOUD SKILLS

- 5,500+ Cloud experts
- 30,000+ Application experts
- 1,200+ Google Cloud technical certifications
- 1,000+ Azure Cloud technical certifications
- 1,000+ AWS Cloud technical certifications
- Significant deployment at scale - across all hyperscalers
- Deployment of one of the world's largest private clouds

INDUSTRY RECOGNITION

Gartner

Global Leader
Hybrid Cloud
#3 Worldwide
Managed Security

Everest Group®

Global Leader
Private Cloud

Google Cloud

North America & EMEA
Services Partner
of the Year

aws

Top score in the
Well Architected
Framework 2020

Microsoft
Azure

Expert Managed
Services Provider

Hfs Top 4
Enterprise Cloud

WORLD CLASS PARTNERSHIPS

Google Cloud

Red Hat
OpenShift
Container Platform

SAP

aws

DELL Technologies

paloalto
NETWORKS

Microsoft
Azure

cloud
bees

servicenow

Atos

TOP USE CASE: MOVING SAP TO CLOUD

Growth and innovation

With better use
of data

Flexibility and scalability

Through smarter
architectures

Lower cost

Using
automation

Atos' Accelerators for SAP on Cloud

Consulting – Implementation – Orchestration – Functional Management – Operations

To enhance
Customer
Digital Experience

To accelerate
time
to market

To build agile &
efficient
IT platform

To provide
security
and trust

NEW DYNAMICS. DANCING WITH THE HYPERSCALERS

- | TEAMING OF PARTNERS IS NEEDED TO DELIVER THE OUTCOME FOR CUSTOMERS
- | TRUST IS CRITICAL
- | ATOS MASTERS THE ABILITY TO GO TO MARKET WITH ALL 3 HYPERSCALERS

PUBLIC CLOUD PROVIDER

Product mindset

Standardized operations

Looking for volume commitments

Contracting challenges on specific items



ATOS VALUE

Trusted last mile with secured e2e services

Modernize Apps and integrate legacy IT

Bundling customer demand

More flexibility in contracting

DELIVERED TOGETHER WITH GOOGLE – MICROSOFT – AMAZON



Google Cloud



Leading Chemical
Firm

Cloud SAP Platform for future business growth

Global Leading
Telco

New chatbot delivers better customer experience

Leading
Bank

Enhanced team collaboration with added microservices

Global Supplier of
Industrial Components

Better use of data through SAP4HANA migration

SERIOUSLY DIFFERENT AND GROWING

1

Present in 73 countries with **APPLICATION MODERNISATION** capability at scale

2

GLOBAL LEADER IN PRIVATE CLOUD enabling successful multi cloud

3

Track record to **ORCHESTRATE** availability of **BUSINESS CRITICAL** applications across clouds

4

Unique expertise in world class **SECURITY FOR CLOUD** as the trusted last mile

5

Fueled with **TALENT PROGRAM** and **TARGETED ACQUISITIONS**

Better.

Faster.

Decarbonized.

Streamlined.

Q&A

Trusted partner for your Digital Journey



Atos

Thank YOU

Trusted partner for your Digital Journey



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